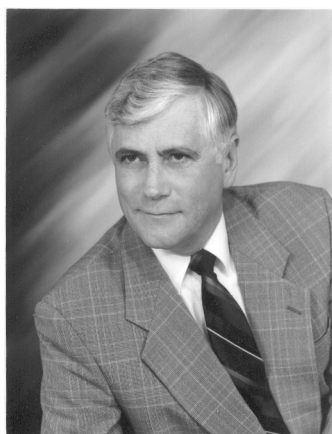




## Incoterms Advanced

### Speaker: Frank Reynolds

Full Speaker Biography – See Next Page



## TOPICS

- o Incoterms Overview\*
- o Incoterms Vs UCC terms
- o Incoterms and Revenue Recognition
- o Incoterms Next Revision\*\*
- o Strong Predictions about the Revisions

\*Incoterms 1, is not a prerequisite to attend this workshop. However, basic knowledge of Incoterms will be helpful.

## WHO SHOULD ATTEND

Export sales, export order fulfillment, export credit finance, international forwarding and logistics, import purchasing, import supply chain, Customs brokers, international legal counsel, risk management, foreign trade consulting and education.

SAVE THE DATE

Tuesday, April 1, 2008

University of Kansas Edwards Campus

12600 Quivira Road (Room 110 RC)

Overland Park, KS 66213

7:30am Registration

8:00am – 4:00pm Workshop

(Lunch Provided)

## SPONSORS



University of Kansas Center for International  
Business Education and Research



CONTINUING EDUCATION CREDIT

Pre-Approved 1.5 CEUs through IIEI

(International Import & Export Institute)

Pre-Approved 4 CCS Points through NEI  
(NCBFAA Educational Institute)

## Speaker Biography:

### Francis (Frank) Reynolds

*International Trade Consultant*

International Projects, Inc.

PO Box 352650, Toledo, OH 43635-2650

Tel 419-865-6201 Fax 419-865-0954

[fjr424@aol.com](mailto:fjr424@aol.com)

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President, International Projects, Inc., (IPI), a twenty-nine year old E Award winning export trading company providing trading, instruction, consulting and dispute mediation services on a variety of international trade topics. IPI exports and imports various product lines worldwide, and provides consulting and instruction on the following topics:

Basic Export Practices	U.S. Free Trade Agreements
Basic Import Practices	The Harmonized System
International Payment Terms	Incoterms 2000
U.S. Export Control Compliance	UCP 600

In 1999, IPI began its ongoing Incoterms 2000 public seminar program with the International Chamber of Commerce U.S. affiliate, the U.S. Council for International Business.

#### Professional Accomplishments

- U.S. Department of Commerce District Export Council (9 terms)
- U.S. Department of Commerce “E Award” for Export Excellence
- U.S. Customs and Border Protection Service - licensed Customs broker
- International Chamber of Commerce - U.S. Delegate to the Incoterms 2000 Revision
- Editorial Advisory Board, IOMA’s *Managing Exports & Imports*

#### Publications

Author:

“Export ABCs” column, *Journal of Commerce*, Newark, NJ

Various columns, *Documentary Credit Insight*, ICC Publishing, Paris, France

*Free Trade Agreements for Americans – The Mechanics of U.S. Free Trade Agreements in Goods*, International Projects Inc., Toledo, OH, 2004

*Managing Exports, Navigating the Complex Rules, Controls, Barriers and Laws*, John Wiley & Sons, New York, NY, 2003

*A to Z of International Trade*, ICC Publishing SA, Paris, France, 2002

*Incoterms for Americans* (Incoterms 2000), International Projects Inc., Toledo, OH, 1999

*Export Documentation, Procedures and Terms of Sale*, Unz & Co., New Providence, NJ, 1996

*Incoterms for Americans* (Incoterms 1990), International Projects Inc., Toledo, OH, 1993

*How to Use the Export Administration Regulations*, Unz & Co., New Providence, NJ, 1992

*Capture the Flag, Volumes I and II*, International Projects Inc, Toledo, OH, 1991 & 1994

*Pro-forma Invoice, Commercial Invoice, Certificate of Origin*, Unz & Co., New Providence, NJ, 1991

*The Export Operation, Putting the Pieces Together*, Unz & Co., New Providence, NJ, 1990

*The Import Operation, Putting the Pieces Together*, Unz & Co., New Providence, NJ, 1990

Co-author:

*Letters of Credit for Americans*, International Projects, Inc., Toledo, OH 2006

*Trading in America – Incoterms for Domestic Use*, International Projects, Inc., Toledo, OH, 2005

*Incoterms 2000 – A Forum of Experts*, ICC Publishing SA, Paris, France, 2000

*Import/Export Procedures*, South-Western Publishing (International Thomson), Cincinnati, OH, 1992

*A Layman’s Guide to the Harmonized System*, Unz & Co., New Providence, NJ, 1988



**Cost:**

ITC Members: \$175.00

Non-Members: \$250.00

Students\*: \$90.00

(\*STUDENT ID REQUIRED)

Group Rate (3 or more ITC Members from the same company/organization): \$125.00 per person

Group Rate (3 or more Non-Members from the same company/organization): \$200.00 per person

**Program Location:**

University of Kansas Edwards Campus  
12600 Quivira Road, Room 110 RC  
Overland Park, KS 66213

**Questions?**

Please call the ITC Office at (816) 235-6654 or e-mail at [info@itckc.org](mailto:info@itckc.org).

**Please Note:**

Individuals paying at the door should notify ITC of attendance via e-mail or telephone, to ensure adequate seating and provisions

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In case of postal delays, please notify your attendance via telephone or e-mail.

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Please ensure all necessary information is completed. If paying at the door please bring completed form to the program.

The ITC appreciates your assistance with these matters.

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For your own security, please do not e-mail credit card information. Please deliver credit card information via fax, mail or at the door.

Confirmation will be sent out with directions prior to the program.

Substitutions are acceptable after the 48 hour notice for cancellations. No shows will be billed.

**REGISTRATION DEADLINE:**

**Wednesday, March 26th, 2008**

**48 Hour Notice for Cancellations**

**\*NO SHOWS WILL BE BILLED**

Send checks and registration to:

International Trade Council

4747 Troost Avenue, Suite 119 E

Kansas City Missouri 64110

Fax completed registration to:

(816) 235-2947

**April 1st, 2008 Incoterms Advanced Seminar**

Company Name:

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E-mails required for confirmation and directions

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